



KEY FIGURES

EUR m	Change 2017/2018			EUR m	Q4 2017	Q4 2018
	2017	2018	%			
Revenue	1,938.9	1,958.5	1.0%	19.6	534.3	542.1
Mail & Branch Network	1,447.8	1,412.3	-2.5%	-35.6	392.5	384.9
Parcel & Logistics	495.6	552.4	11.5%	56.9	143.1	159.6
Corporate/Consolidation	-4.5	-6.2	-38.9%	-1.7	-1.4	-2.4
Other operating income	112.7	96.2	-14.7%	-16.5	69.5	22.3
Raw materials, consumables and services used	-409.9	-441.2	-7.6%	-31.3	-113.4	-128.0
Staff costs	-1,020.1	-1,008.7	1.1%	11.4	-275.3	-251.8
Other operating expenses	-325.0	-295.7	9.0%	29.3	-118.3	-84.5
Results from financial assets accounted for using the equity method	-1.9	-3.6	-85.4%	-1.7	-0.8	-1.9
EBITDA	294.6	305.4	3.7%	10.8	95.9	98.3
Depreciation, amortisation and impairment losses	-86.8	-94.5	-8.9%	-7.7	-28.0	-29.4
EBIT	207.8	210.9	1.5%	3.1	67.9	68.9
Mail & Branch Network	289.6	289.8	0.1%	0.2	89.6	90.7
Parcel & Logistics	42.8	41.3	-3.5%	-1.5	13.9	14.7
Corporate/Consolidation	-124.7	-120.2	3.5%	4.4	-35.6	-36.5
Other financial result	12.8	-13.1	< -100%	-25.9	12.2	-17.3
Earnings before tax	220.6	197.8	-10.3%	-22.8	80.0	51.6
Income tax	-55.6	-53.6	3.6%	2.0	-20.9	-12.7
Profit for the period	165.0	144.2	-12.6%	-20.8	59.1	38.9
Earnings per share (EUR) ¹	2.45	2.13	-13.0%	-0.32	0.88	0.57
Cash flow from operating activities	255.7	295.9	15.7%	40.2	89.1	43.4
Investment in property, plant and equipment (CAPEX)	-102.1	-139.4	-36.6%	-37.3	-52.6	-53.2
Free cash flow	146.6	158.4	8.0%	11.8	30.7	28.7
Free cash flow before acquisitions/securities and Growth CAPEX²	178.3	231.9	30.0%	53.6	43.1	27.2

¹ Undiluted earnings per share in relation to 67,552,638 shares

² 2017: Free cash flow before acquisitions/securities and new corporate headquarters